

#### FORWARD LOOKING STATEMENTS AND DISCLAIMERS

#### Cautionary note regarding forward-looking statements:

This presentation contains forward-looking statements within the meaning of the federal securities laws. Forward-looking statements include all statements that are not historical statements of fact and those regarding FCPT's intent, belief or expectations, including, but not limited to, statements regarding: operating and financial performance, acquisition pipeline, expectations regarding the making of distributions and the payment of dividends, and the effect of pandemics on the business operations of FCPT and FCPT's tenants and their continued ability to pay rent in a timely manner or at all. Words such as "anticipate(s)," "expect(s)," "intend(s)," "plan(s)," "believe(s)," "may," "will," "would," "could," "should," "seek(s)" and similar expressions, or the negative of these terms, are intended to identify such forward-looking statements. Forward-looking statements speak only as of the date on which such statements are made and, except in the normal course of FCPT's public disclosure obligations, FCPT expressly disclaims any obligation to publicly release any updates or revisions to any forward-looking statements to reflect any change in FCPT's expectations or any change in events, conditions or circumstances on which any statement is based. Forward-looking statements are based on management's current expectations and beliefs and FCPT can give no assurance that its expectations or the events described will occur as described.

For a further discussion of these and other factors that could cause FCPT's future results to differ materially from any forward-looking statements, see the risk factors described under the section entitled "Item 1A. Risk Factors" in FCPT's annual report on Form 10-K for the year ended December 31, 2023 and other risks described in documents subsequently filed by FCPT from time to time with the Securities and Exchange Commission.

#### Notice regarding non-GAAP financial measures:

The information in this communication contains and refers to certain non-GAAP financial measures, including FFO and AFFO. These non-GAAP financial measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with GAAP. These non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures. Reconciliations to the most directly comparable GAAP financial measures and statements of why management believes these measures are useful to investors are included in the supplemental financial and operating report, which can be found in the Investors section of our website at www.fcpt.com, and on page 39 of this presentation.



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### A UNIQUE PLATFORM WITHIN NET LEASE

#### HIGH-OUALITY PORTFOLIO

- Portfolio built to be e-commerce resistant, with tenants providing in-person services
- Strong tenant rent coverage, national brands and low rents provide for high tenant retention and limited vacancies.

#### TRANSPARENT, ANALYTICAL, DISCIPLINED INVESTMENT PHILOSOPHY

- Focus on cost of capital and positive investment spread
- Data-driven underwriting scorecard objectively scores every property
- **Unparalleled disclosure regime -** FCPT publishes a public press release for every property acquisition and disposition

#### ACCRETIVE DIVERSIFICATION

- Grown from single tenant to 156 brands
- Small box retail net lease principally restaurants, auto service, medical retail
- Disciplined pricing approach focused on maintaining strong credit parameters and high-quality tenant base

#### INVESTMENT GRADE BALANCE SHEET

- Committed to maintaining conservative 5.5x-6.0x leverage
- Well-laddered maturity schedule of predominately fixed-rate debt
- Significant liquidity, 100% unencumbered assets, high fixed charge coverage

















#### FCPT'S DIFFERENTIATED APPROACH

Tactical, Granular Portfolio Building

- Portfolio is led by Darden, an investment grade restaurant operator and a premier net lease tenant
- Analytical underwriting utilizes a proprietary scorecard balanced between tenant credit and real estate quality. This consistent, objective model maintains investment discipline and guides asset management
- Quality first focus with fungible real estate. Excellent visibility and access paired with strong underlying demographics
- Granular acquisitions with low value at risk. Each property has an average ~\$3mm purchase price in 2024

2

Thoughtful, Superior Capital Raising & Allocation

- Focus on the most efficient means to source capital. Seek to find investments that earn positive spread on Day 1
- Modulates equity issuance and acquisition volume. Waiting to grow the portfolio when cost of capital is in favor
- Use of the at-the-market (ATM) equity program minimizes fees and discounts. It also allows for closely aligned sources and uses
- Long track record of conservative leverage and laddered maturity schedule
- Avoid sacrificing quality for spread. New acquisitions moderated if market conditions eliminate accretion on strong properties

3

"Shareholders First" Approach

- Hyperfocused approach leads to high lease renewal rates. Very few tenant credit issues and high occupancy
- Industry-leading EBITDAR coverage of 5.0x. Peer average is ~3x
- FCPT has largely avoided problem tenants and sectors. No current investments in pharmacies, gyms, movie theaters
- **Low overhead and minimal capital expenditures**. Lean team
  with highly efficient G&A spend

#### **FCPT KEY HIGHLIGHTS**

#### PORTFOLIO<sup>1</sup>

**1,176** leases

156 brands

**99.6%** occupied

**5.0x** tenant EBITDAR coverage<sup>2</sup>

**1.4%** average annual escalator

7.3-year average lease term

**57%** investment grade<sup>3</sup>

<4.4% expirations before 2027

**6,589 SF** average asset size

("small box" strategy)

**30,146** average daily vehicle count

\$66,706 portfolio median HHI

60,346 portfolio average 3-mile population

#### **FINANCIAL**

**\$0.43** AFFO per share (Q3)<sup>4</sup>

**\$0.41** FFO per share (Q3)

**\$0.27** Net Income per share (Q3)

\$132 million at 7.2% cap rate of acquisitions YTD

Over \$380 Million liquidity

100% Unencumbered ABR

**4.9x** net debt to adj. EBITDAre<sup>5</sup> (inclusive of undrawn equity forwards)

**4.4x** Fixed charge coverage

95% Fixed rate debt

**4.0** years weighted average debt maturity

BBB / Baa3 (Stable Outlook) Fitch / Moody's

#### CONSISTENT ANNUAL ACQUISITION GROWTH

FCPT has consistently delivered growth and diversification through new acquisitions. We focus on credit-worthy tenants, high quality real estate and efficient execution



#### PORTFOLIO BY BRAND ANNUALIZED BASE RENT

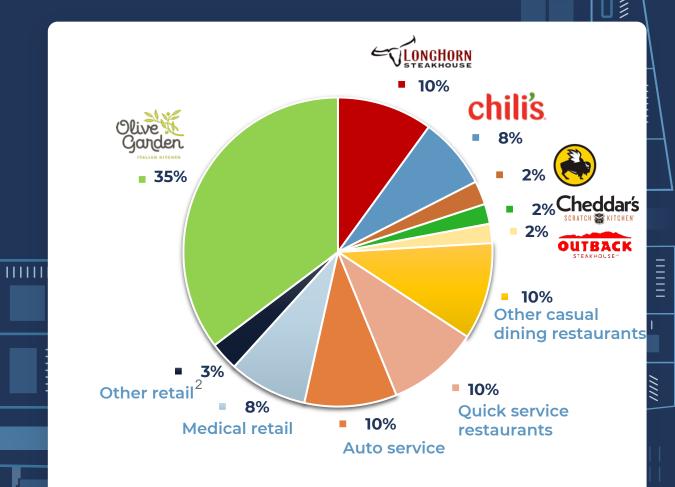
100.

<ul><li>314 leases</li></ul>	<b>35</b> %	Olive Garden
• 116 leases	10%	LONGHORN
82 leases	8%	chili's
<ul><li>29 leases</li></ul>	2%	
• 13 leases	<b>2</b> %	Cheddar's
<ul><li>23 leases</li></ul>	<b>2</b> %	OUTBACK STEAKHOUSE"
111 leases 22 brands	10%	Other casual dining restaurants
190 leases 36 brands	10%	Quick service restaurants
148 leases 30 brands	10%	Auto service
97 leases 37 brands	8%	Medical retail
• 53 leases 25 brands	3%	Other retail <sup>2</sup>

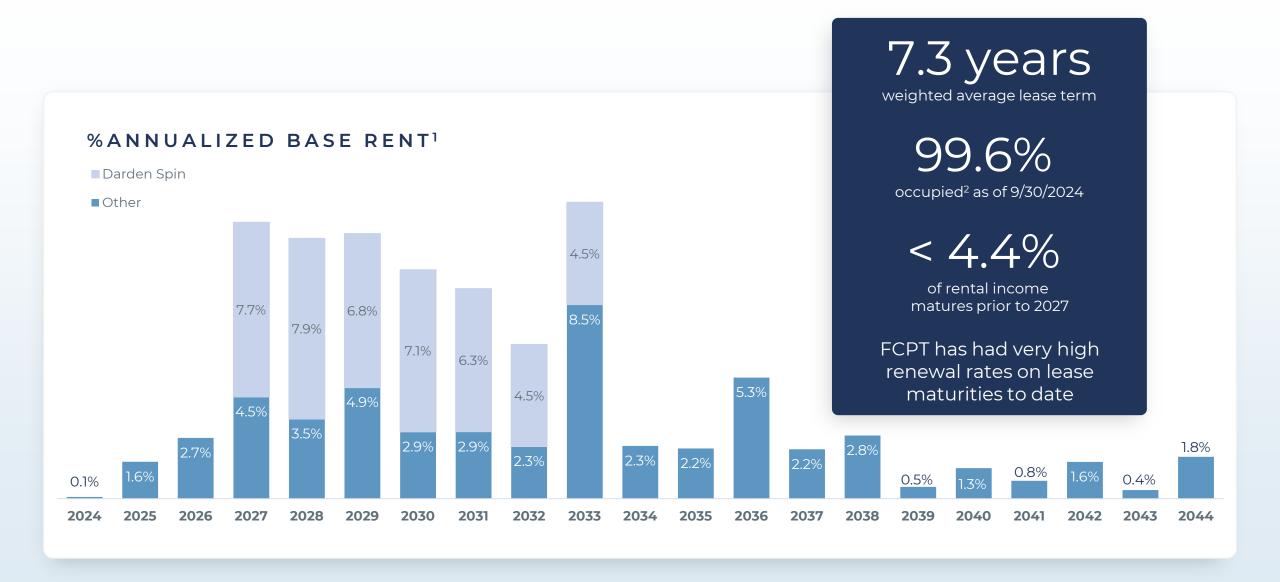
The spin-off Darden portfolio remains a strong anchor tenant for FCPT. Over half the portfolio has been diversified into new restaurant brands, Medical Retail and Auto Service

#### **FCPT PORTFOLIO**

1,176 Leases / **156 Brands**Annual Base Rent of \$229.2 million<sup>1</sup>
35% Olive Garden (vs. 74% at inception)
21% Non-Restaurant Exposure
49% Darden (vs. 100% at inception)



#### LEASE MATURITY SCHEDULE



## COMPANY MOMENTUM SINCE INCEPTION

AS OF	9/30/24
-------	---------

Team members	4	35	+ 31
Annual base rent <sup>1</sup>	\$94.4 million	\$229.2 million	+ \$134.8 million (+143%
Properties	418	1,176	+ 758 (+181%)
Brands	5	156	+ 151
% Darden²	100%	49%	- 51%
Weighted avg lease term	15 years	7.3 years	- 7.7 years
Equity market cap	\$848 million	\$2.8 billion	+ \$2.0 billion
Enterprise value	\$1.3 billion	\$3.9 billion	+ \$2.6 billion
Rating	UNRATED	BBB (FITCH) Baa3 (MOODY'S)	

We have grown our team, put-in place substantial processes and refined our acquisition and property management capabilities. We have diversified our portfolio and avoided significant credit issues, while maintaining our conservative credit profile and enhancing access to capital

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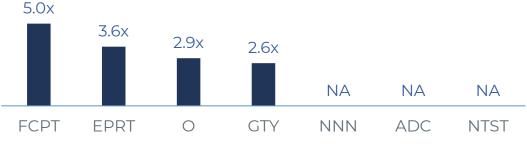


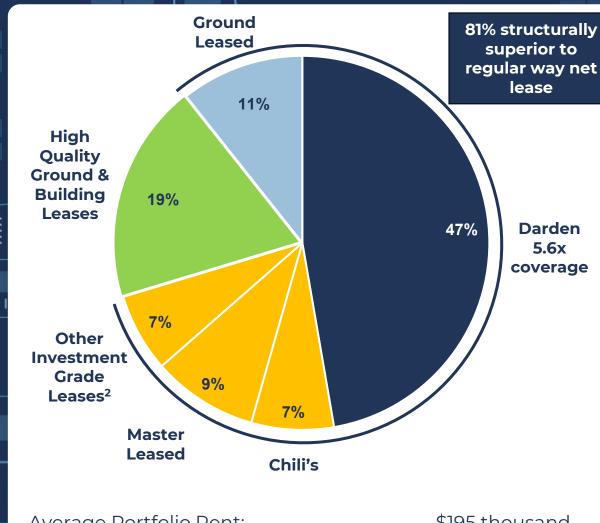
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## UNIQUE AND HIGHLY SECURE NET LEASE

- Our portfolio is primarily outparcel properties in high density retail corridors
- ~81% of rent featuring unique benefits structurally superior to regular-way net lease. This include the properties with high rent coverage (Darden and Chili's), ground leases, master leases, and investment grade guarantors or operators
  - The original Darden spin-off properties represent a seed portfolio with low rent levels resulting in unmatched rent coverage (5.6x)
  - The ground lease portfolio is characterized by low rents which also typically implies high rent coverage
  - FCPT's investment strategy focuses on acquiring new low rent properties with above average rent coverage

#### FCPT COVERAGE VS PEERS1





Average Portfolio Rent:

Average Ground & Building Leases Rent:

Average Ground Lease Rent:

\$195 thousand \$145 thousand \$144 thousand

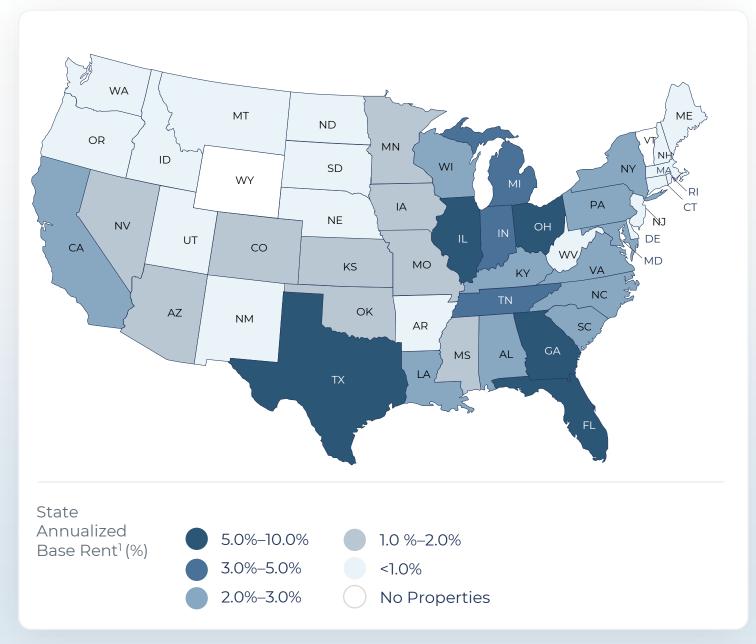
#### FCPT'S STRONG PORTFOLIO PERFORMANCE

FCPT has one of the highest-quality portfolios in the net lease sector and has established a strong track record over time (even through the COVID-19 pandemic)



## GEOGRAPHICALLY DIVERSE PORTFOLIO

- Lower income taxes and growing economies has accelerated a population shift toward low-cost of living states in the southeast
- FCPT's portfolio is primarily suburban and located in fast-growing and diverse regions
- Texas and Florida, our largest states (as measured by Annual Base Rent), were the two highest in-migration states according to the 2023 U-Haul growth index<sup>2</sup>



#### **DIVERSIFICATION WITH NATIONAL BRANDS**

#### **TOP 25 FCPT**

PORTFOLIO BRANDS<sup>1</sup>































BREWHOUSE 





Oak St. Health











FCPT is aligned with leading national brands in their categories

Rank	Brand Name	#	(000s)	Sq Ft / Unit (000s)	% of ABR <sup>1</sup>
1	Olive Garden	314	2674	8.5	35.3%
2	Longhorn Steakhouse	116	650	5.6	10.0%
3	Chili's	82	450	5.5	7.5%
4	Buffalo Wild Wings	29	177	6.1	2.5%
5	Cheddar's	13	112	8.6	2.1%
6	Outback Steakhouse	23	151	6.6	2.0%
7	Red Lobster	18	130	7.2	1.6%
8	Caliber Collision	28	389	13.9	1.5%
9	Bahama Breeze	10	91	9.1	1.4%
10	KFC	33	95	2.9	1.4%
11	Burger King	21	68	3.2	1.4%
12	Carrabba's	14	93	6.6	1.3%
13	BJ's Restaurant	12	98	8.2	1.3%
14	Take 5 Car Wash	9	35	3.9	1.2%
15	Bob Evans	15	83	5.5	1.2%
16	Oak Street Health	10	87	8.7	1.1%
17	Arby's	17	53	3.1	0.8%
18	Texas Roadhouse	12	88	7.3	0.8%
19	WellNow Urgent Care	12	44	3.7	0.8%
20	NAPA Auto Parts	17	120	7.0	0.8%
21	Starbucks	17	38	2.2	0.8%
22	Fresenius	10	80	8.0	0.7%
23	Taco Bell	15	38	2.6	0.7%
24	Aspen Dental	10	36	3.6	0.6%
25	Verizon	12	34	2.8	0.6%
26-156	Other	307	1,852	6.0	20.6%
	Total Lease Portfolio 57% Investment G	1,176	7,766	6.6	100%

## BALANCED CREDIT AMONG TOP NATIONAL BRANDS

- Over the nine years since FCPT's inception, we have targeted brands with ubiquitous, attractive real estate and steady underlying tenant credit across the dining, medical, and automotive sectors
  - 18 of FCPT's Top 25 brands are publicly traded
  - The median real estate footprint of FCPT's Top 25 brands is ~1,100 stores
  - The median brand sales volume of FCPT's Top 25 brands is \$3.4 billion (2023, U.S.)

FC	PT's Top 25 Brands			
		Total Unit	2023 Total	Publicly
#	Brand	Count <sup>1</sup>	Sales (\$mm) 2	Traded?
1	Olive Garden	920	\$5,067	Yes (DRI)
2	Longhorn Steakhouse	575	\$2,806	Yes (DRI)
3	Chili's	1,214	\$3,919	Yes (EAT)
4	Buffalo Wild Wings	1,303	N/A	No
5	Cheddar's	181	\$2,167	Yes (DRI)
6	Outback Steakhouse	688	\$2,316	Yes (BLMN)
7	Red Lobster	540	N/A	No
8	Caliber Collision	1,800	N/A	No
9	Bahama Breeze	43	\$2,167	Yes (DRI)
10	KFC	29,000	\$33,863	Yes (YUM)
11	Burger King	6,963	\$2,903	Yes (RBI)
12	Carrabba's	14	\$722	Yes (BLMN)
13	BJ's Restaurant	216	\$1,333	Yes (BJRI)
14	Bob Evans	436	N/A	No
15	Take 5 Car Wash	1,108	\$592	Yes (DRVN)
16	Oak Street Health	N/A	N/A	Yes (CVS)
17	Arby's	3,397	N/A	No
18	Texas Roadhouse	582	\$4,332	Yes (TXRH)
19	WellNow Urgent Care	180	N/A	No
20	NAPA Auto Parts	1,797	\$23,091	Yes (GPC)
21	Starbucks	9,265	\$35,976	Yes (SBUX)
22	Fresenius	2,500	€19,454	Yes (FSNUY)
23	Taco Bell	8,564	\$15,915	Yes (YUM)
24	Aspen Dental	1,100	N/A	No
25	Verizon	6,000	\$133,974	Yes (VZ)

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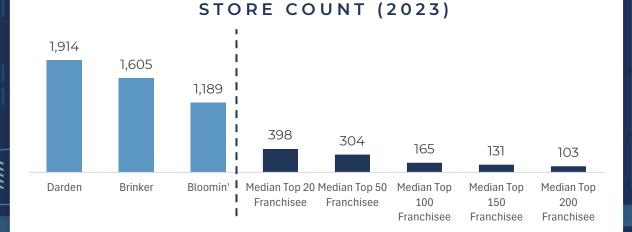
#### **FCPT CASUAL DINING:**

## SIZE & SCALE vs. TOP FRANCHISEES

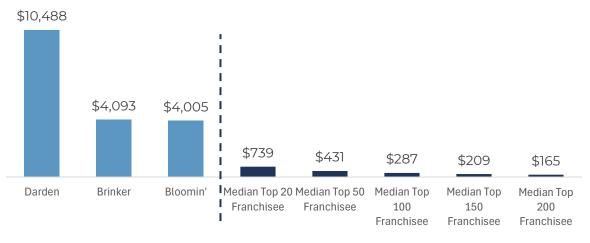
- Publicly traded casual dining operators maintain a significant size and scale advantage over hundreds of franchisee tenants in the overall restaurant industry
  - Darden sales are >14x the largest 20 franchisees and >63x the sales of the largest 200 franchisees. Brinker and Bloomin have similar scale advantages
- While restaurants may look similar from the consumer's experience, the supporting credit varies greatly. Unlike FCPT's typical tenant, many nationally branded restaurants are operated by small franchisees

Our restaurant exposure is concentrated in large brands and operators with the resources to withstand future economic downturns

## FCPT CASUAL DINING ANCHORS vs. FRANCHISE TIMES TOP 200



#### SALES VOLUME (\$ millions, 2023)



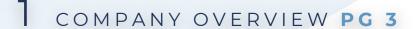
Note: Franchisee sales estimates based on total unit count as provided by Franchise Times and Nation's Restaurant News Top 500 brand average unit volumes

#### THE BENEFITS OF FCPT'S DARDEN LEASES

- After 9 years of diversifying through new acquisitions, Darden is now ~49% of FCPT's rent roll by ABR<sup>1</sup>
- Darden is a strong anchor tenant for our portfolio and one of the preeminent casual dining operators globally
  - **BBB / Baa2 credit, \$11 billion in revenue, \$21 billion enterprise value** (as of 10/29/2024)
  - 2,040 restaurants and over 190,000 employees across 10 brands
  - Served 420 million guests over the last fiscal year, more than one million customers per day
  - Olive Garden and LongHorn Steakhouse would individually rank as #1 and #12 by sales amongst all U.S. casual dining brands (per Nations Restaurant News)
  - Darden's is the #1 casual dining operator by market capitalization (\$19 billion) and is ~1.5x the next (Texas Roadhouse at \$12 billion).
    - Darden is ~12x the market capitalization of the next six closest competitors (Brinker, Bloomin, BJ's, Dine Global, Cheesecake Factory, Cracker Barrel)
  - o FCPT's owned Darden properties have rent ~5.6x covered by EBITDAR (est.)<sup>2</sup>
  - During the height of the COVID-pandemic, Darden paid all landlords on time regardless of local regulatory operating restrictions

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#### **FCPT'S PRIMARY SECTORS**

- Our portfolio is principally leased to restaurants, auto service and medical retail tenants
- The intentional focus on these subsectors reflect a multi-tiered filter that favors fungible, credit-worthy net lease tenants with low rent
- There are many properties in other retail subsectors that meet these thresholds, but we have found the deepest opportunity set within restaurants, auto service, and medical retail

Low Rent & Investment Basis



Fungible Real Estate

(small / medium building size in attractive locations)

National Brands
With Strong
Credit Profiles

Our investment approach targets properties with low rent, fungible real estate leased to national brands

#### **ACQUISITION AND UNDERWRITING FRAMEWORK**

#### CREDIT CRITERIA

- Guarantor credit and health
- Brand durabilityStore performance
- Lease term and structure

#### REAL ESTATE CRITERIA

- Location
- Retail corridor strength & demographicsAccess / visibility
- Absolute and relative rent
- Pad site and building reusability

#### ACQUISITION PHILOSOPHY

- Acquire strong retail brands that are well located with creditworthy lease guarantors
- Seek to purchase assets when accretive to cost of capital with a focus on low basis
- Add leading brands in resilient industries, occupying highly fungible buildings

#### UNDERWRITING CRITERIA

- FCPT's proprietary scorecard which incorporates over 25 comprehensive categories
- The "score" allows FCPT to have an objective, consistent underwriting model and comparison tool for asset management decisions



#### SELECTIVE APPROACH TO NET LEASE

- FCPT's initial portfolio was established in 2015, fully constructed after the advent of online shopping
- FCPT utilizes a consistent underwriting process that examines credit and real estate quality prior to investment
- Our disciplined underwriting approach has ultimately led us to generally avoid allocating our time and resources to problem sectors, and do not own offices or industrial assets leased to these sectors
- While we underwrite properties in these sectors and may acquire stores in these sectors in the future, they are not in our current target base and would need to meet our high thresholds to be considered in the future

#### **FCPT HAS AVOIDED:**

Pharmacies: 0.0% ABR<sup>1</sup> exposure







**Dollar Stores:** 0.0% ABR exposure





Entertainment: 0.0% ABR exposure









**Gyms:** 0.0% ABR exposure





Furniture: 0.0% ABR exposure





Merchandise: 0.8% ABR exposure









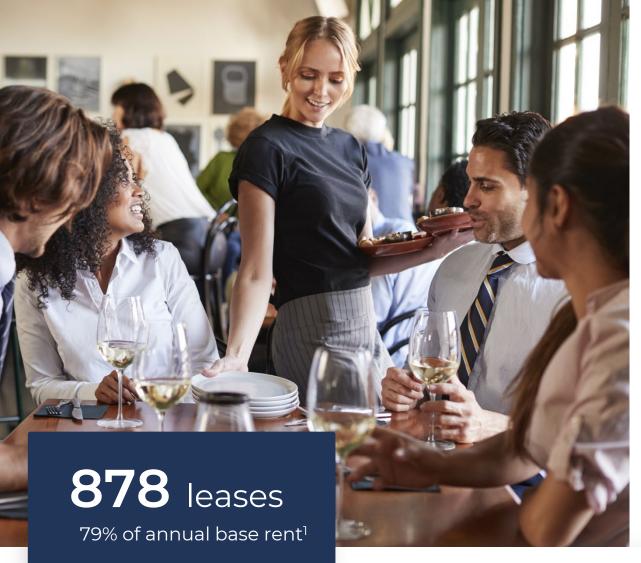


Car Washes: 1.3% ABR exposure





FCPT owns 10 car washes, all acquired at reasonable pricing and rent levels. These sites were selected after reviewing hundreds of locations available for purchase over the years. We will remain highly selective on this sector with a focus on basis and store-level performance



#### **RESTAURANTS**

- FCPT seeks to acquire nationally recognized branded restaurants from premier lease guarantors located within the strongest retail corridors
- FCPT has increased its restaurant diversification. since inception by targeting a variety of meal price-points, cuisine types, and geographies
- Primary focus on sustainable tenant rents with superior EBITDAR / rent coverage







































#### RESTAURANT INDUSTRY TARGETS

FCPT prioritizes tenant credit, fungible real estate, and concept durability in its restaurant investments



#### FCPT GENERALLY AVOIDS1

#### **In-Line Real Estate**











#### **Small Franchisees**

Operators with <50 units or <\$75 million in revenue

#### No Drive-Thru or Dine-In Only

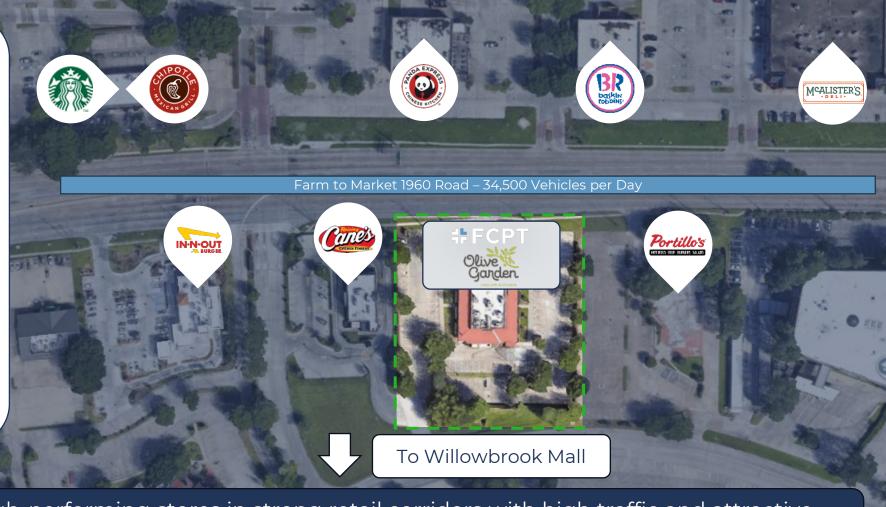
These features enhance traffic draw and prove attractive for re-leasing

- FCPT pursues mature, national brands with significant scale in terms of units, revenue, and brand AUV
- FCPT avoids pursuing riskier highyield dining concepts whose real estate fundamentals or credit does not match that of our core portfolio
- Many existing dining concepts in FCPT's portfolio are in robust retail corridors along major highways or outparcels to big box stores or malls. These sites attract high traffic and have strong underlying demographic data

## FCPT REAL ESTATE CHARACTERISTICS: CASUAL DINING & QUICK SERVICE



- Adjacent to Willowbrook Mall and several other shopping centers, with ample parking
- Excellent visibility and prominent retail position along frontage of Farm to Market 1960 Road
- Strong brand and credit profile of neighbors, indicating high corridor quality
- Robust surrounding 3-mile demographic profile
  - Population of 100,738
  - Median Household Income of \$64,705



FCPT aligns itself with high-performing stores in strong retail corridors with high traffic and attractive demographics



#### **AUTO INDUSTRY**

- Principally targeting auto service centers, including collision repair and tire service leased to credit worthy operators. We have made select investments in gas stations with large format convenience stores, car wash and auto part retailers at attractive, low bases
- Focus is on properties that are not dependent on the internal combustion engine and will remain relevant over the longer-term with higher electric vehicle utilization
- Auto service is both e-commerce and recession resistant and tends to operate in high-traffic corridors with good visibility, boosting the intrinsic real estate value and long-term reuse potential
- More limited tenant relocation options due to zoning restrictions lead to high tenant renewal probability

























#### **AUTO SERVICE INDUSTRY TARGETS**

FCPT targets categories for the long-term with high renewal probabilities

#### FCPT'S CURRENT FOCUS

**Collision Service Centers** 





**Tire** 







**Full-Service** 





#### FCPT GENERALLY AVOIDS1

## High Basis / Franchisee Car Washes & Gas Stations

High basis or small franchisee increases risk and lowers quality

#### **Dealerships & Specialty**



#### **Rental Services**



- FCPT targets categories in the Auto Industry that are not tied to traditional, gas-powered vehicles as the secular shift to electric vehicles takes place
- FCPT's also targets properties at attractive, low bases and have avoided properties such as high-rent car washes
- These auto and tire service centers are similar to FCPT's legacy portfolio: located in high-traffic corridors with good visibility and in proximity to other retailers





DISCOUNT Discount Tire

Coralville, IA

 Outparcel to Coral Ridge Mall, a Brookfield Properties center

- Hard corner and mall ring road provide plenty of vehicle traffic, access, and parking
- Grouped with several other quality restaurant, medical, and retail brands
- Robust surrounding 3-mile demographic profile
  - Population of 30,330
  - Median Household Income of \$70,852



FCPT aligns itself with high-performing stores in strong retail corridors with high traffic and attractive demographics

# AspenDental 97 leases

#### MEDICAL RETAIL

- FCPT's largest medical retail exposures are focused on outpatient services: urgent care, dental, primary care, veterinary care, and outpatient / ambulatory surgery centers
- Medical retail is e-commerce and recession resistant given its service-based nature, large customer base and favorable demographic tailwinds
- Operator consolidation and organic growth within medical retail is improving tenant credit and scale
- Medical retail is emerging as an attractive property type with services moving out of hospitals and into lower-cost, retail-centric care centers

8% of annual base rent1





































#### **HEALTHCARE INDUSTRY TARGETS**

Healthcare delivery occurs across a spectrum of real estate and operator cost structures

#### FCPT'S CURRENT FOCUS

Ambulatory Surgery / Outpatient Treatment



**Freestanding ER Care** 



<u>Urgent / Dental /</u> <u>Veterinary</u>



**Diagnostic / Imaging Clinic** 



**Primary Care Clinic** 



## FCPT GENERALLY AVOIDS<sup>1</sup> (Pharmacy & High Accuity)

**Pharmacy** 



<u>Hospital</u>



**Inpatient Rehab** 



Skilled Nursing
Facilities



**Outpatient Rehab** 



**Home Care** 



- FCPT target operators provide services that require in-person interaction, while having lighter asset needs and smaller physical building sizes
- FCPT's medical properties are exclusively on the lower end of the acuity care spectrum
  - FCPT does not own and is not currently pursuing skilled nursing, hospitals or rehabilitation facilities
  - FCPT does not currently own Pharmacy properties. Pharmacy is established within net lease, but legacy low growth lease structures and the potential for store closures / shrinking store footprints will limit this as a major category for FCPT
- Medical Retail buildings are similar to FCPT's legacy portfolio – low basis, fungible, and proximate to other retailers

## FCPT REAL ESTATE CHARACTERISTICS: MEDICAL RETAIL



- Adjacent to Walmart, Meijer, Whole Foods, Macy's, and other major anchors
- Signalized hard corner provides plenty of access and exposure to vehicle traffic
- Grouped with several other quality restaurant, medical, and retail brands
- Robust surrounding 3-mile demographic profile
  - Population of 231,219
  - Median Household Income of \$65,260





FCPT aligns itself with high-performing stores in strong retail corridors with high traffic and attractive demographics

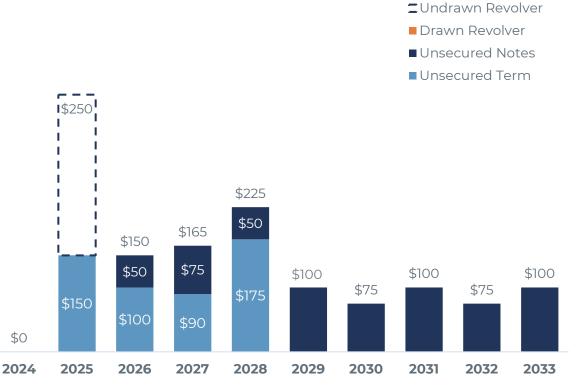
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## CONSERVATIVE FINANCIAL POLICIES

## DEBT MATURITY SCHEDULE (\$ MILLIONS)



Note: Term Loan maturities are shown fully extended

## FCPT maintains a well-laddered debt maturity and 100% unencumbered assets to provide financial flexibility

- Weighted average debt maturity 4.0 years
- No near-term debt maturities prior to November 2025

#### Conservative leverage

- Committed to maintaining conservative 5.5x–6.0x leverage
- Net debt to adjusted EBITDAre ratio is 4.9x1 including undrawn net equity forwards as of 9/30/2024

#### Strong liquidity profile

- \$250 million revolver with full availability
- Conservative dividend payout ratio of approximately 80% of AFFO
- \$382 million of available liquidity including cash and cash equivalents, existing forward equity sale agreements, and undrawn revolver balance

#### Minimal floating rate exposure

• 95% of debt is fixed rate including the effect of interest rate hedges

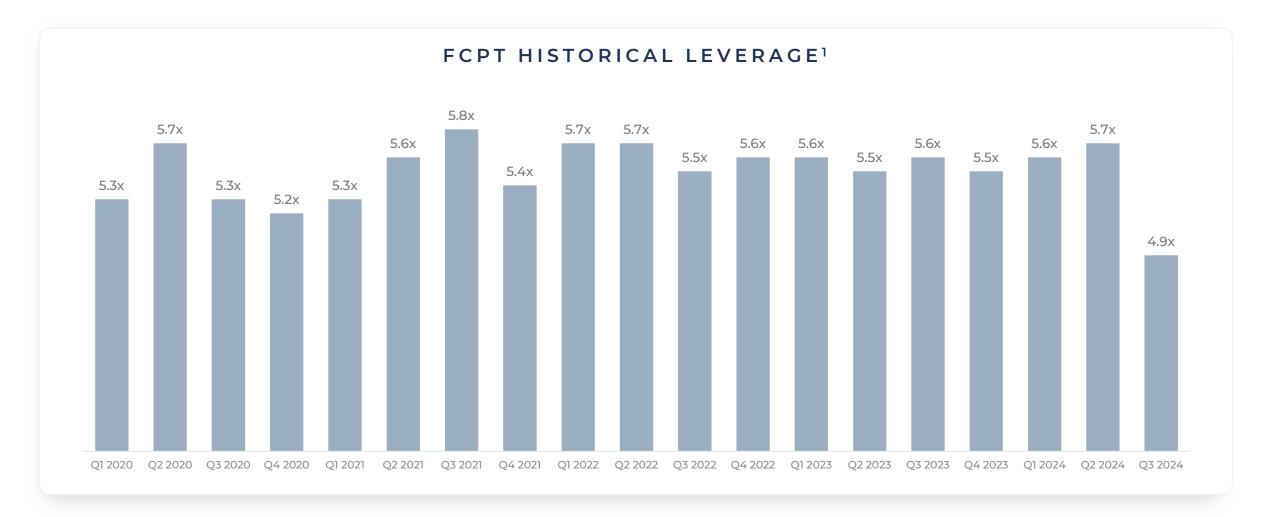
#### Investment grade rated

• Rated BBB by Fitch and Baa3 by Moody's

#### FCPT'S CONSISTENT LEVERAGE RANGE

FCPT has a stated leverage target of 5.5x-6.0x, but has been below or in the lower range of its target since inception

Discipline around our leverage is embedded into company culture and our approach to funding growth



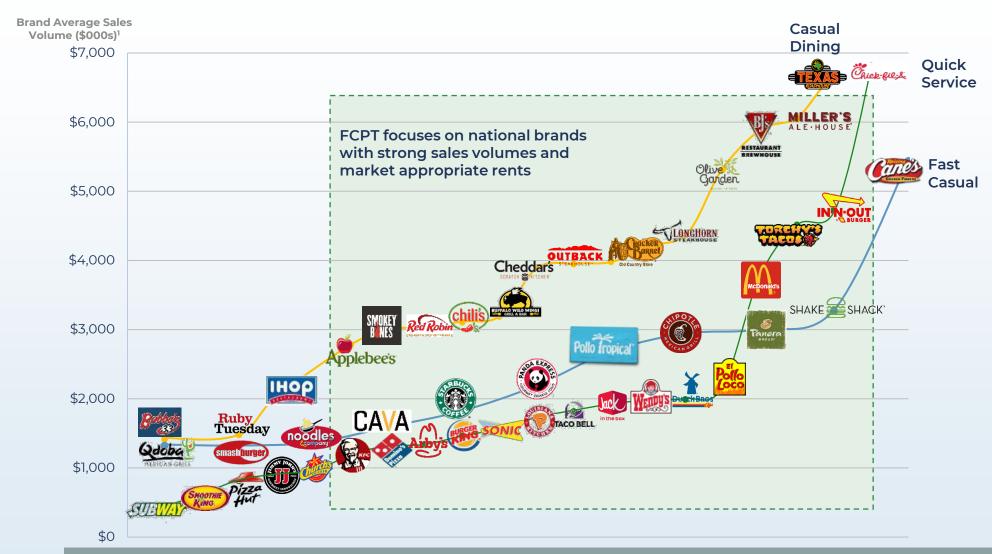
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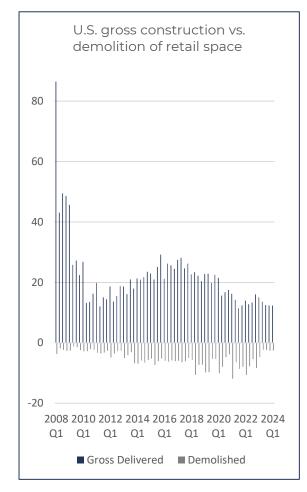
## 5 APPENDIX PG 35

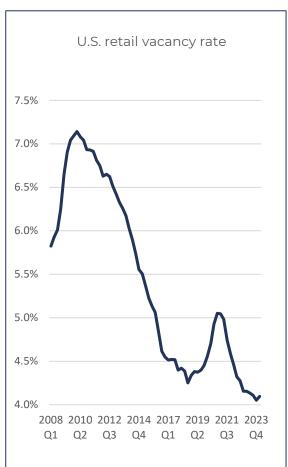
#### **UNDERWRITING GEARED TOWARD HIGHER SALES VOLUME & BRANDS**



FCPT pursues properties within the median range of Casual Dining, Fast Casual and Quick Service; Concepts with mid-level sales volumes provide rent support, while keeping rent at replaceable levels in case of vacancy

# HISTORICALLY TIGHT LEASING MARKET IS KEEPING VACANCY LOW





- Despite an increasing number of retailer bankruptcies, the decade-plus long slowdown in retail space deliveries due to the Global Financial Crisis and the COVID-19 pandemic has minimized vacancies and compressed the tenant replacement timeline
- American retail brands are still scheduled to open more store locations than they close on a net basis in 2024, with a high concentration in pre-existing buildouts
- 155 million square feet of aging retail space has been demolished since 2019, further reducing tenant space opportunities
- Given the current high interest rate environment and persistently lofty construction costs, supply is unlikely to significantly increase soon
- FCPT has witnessed the lack of available retail space positively impacting our re-leasing efforts, especially in high quality retail areas

#### SUSTAINABILITY FRAMEWORK

Our commitment to sustainability and Environmental, Social and Governance (ESG) principles creates value our shareholders. We continuously review our internal policies to advance in the areas of environmental sustainability, social responsibility, employee well-being, and governance.

For more details, see the FCPT ESG Report and policies on our website



We evaluate our business operations and the environmental risk aspects of our investment portfolio on an ongoing basis and strive to adhere to sustainable business practices

SOCIAL

We apply values-based negative screening in our underwriting process and do not transact with any tenant, buyer, or seller or acquire any properties with negative social factors. We do not process or have access to any consumer data

OUR TEAM

Our culture is inclusive and team-oriented with a high retention rate. We hire for the long-term and invest in development, with a flat organization that drives employee engagement. We are a certified 'Great Place to Work'

GOVERNANCE

We aim for best-in-class corporate governance structures and compensation practices that closely align the interests of our Board and leadership with those of our stockholders. Four of our eight Board Directors are female and seven are independent, including our chairperson. Only independent Directors serve on the Board's committees





#### **GLOSSARY AND NON-GAAP DEFINITIONS**

NON-GAAP DEFINITIONS AND CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS:

This document includes certain non-GAAP financial measures that management believes are helpful in understanding our business, as further described below. Our definition and calculation of non-GAAP financial measures may differ from those of other REITs and therefore may not be comparable. The non-GAAP measures should not be considered an alternative to net income as an indicator of our performance and should be considered only a supplement to net income, and to cash flows from operating, investing or financing activities as a measure of profitability and/or liquidity, computed in accordance with GAAP.

**ABR** refers to annual cash base rent as of 9/30/2024 and represents monthly contractual cash rent, excluding percentage rents, from leases, recognized during the final month of the reporting period, adjusted to exclude amounts received from properties sold during that period and adjusted to include a full month of contractual rent for properties acquired during that period.

**EBITDA** represents earnings (GAAP net income) plus interest expense, income tax expense, depreciation and amortization.

**EBITDA** *re* is a non-GAAP measure computed in accordance with the definition adopted by the National Association of Real Estate Investment Trusts ("NAREIT") as EBITDA (as defined above) excluding gains (or losses) on the disposition of depreciable real estate and real estate impairment losses.

**Adjusted EBITDA***re* is computed as EBITDAre (as defined above) excluding transaction costs incurred in connection with the acquisition of real estate investments and gains or losses on the extinguishment of debt.

We believe that presenting supplemental reporting measures, or non-GAAP measures, such as EBITDA, EBITDAre and Adjusted EBITDAre, is useful to investors and analysts because it provides important information concerning our on-going operating performance exclusive of certain non-cash and other costs. These non-GAAP measures have limitations as they do not include all items of income and expense that affect operations. Accordingly, they should not be considered alternatives to GAAP net income as a performance measure and should be considered in addition to, and not in lieu of, GAAP financial measures. Our presentation of such non-GAAP measures may not be comparable to similarly titled measures employed by other REITs.

Tenant EBITDAR is calculated as EBITDA plus rental expense. EBITDAR is derived from the most recent data provided by tenants that disclose this information. For Darden, EBITDAR is updated quarterly by multiplying the most recent individual property level sales information (reported by Darden twice annually to FCPT) by the average trailing twelve brand average EBITDA margin reported by Darden in its most recent comparable period, and then adding back property level rent. FCPT does not independently verify financial information provided by its tenants.

**Tenant EBITDAR coverage** is calculated by dividing our reporting tenants' most recently reported EBITDAR by annual in-place cash base rent.

Funds From Operations ("FFO") is a supplemental measure of our performance which should be considered along with, but not as an alternative to, net income and cash provided by operating activities as a measure of operating performance and liquidity. We calculate FFO in accordance with the standards established by NAREIT. FFO represents net income (loss) (computed in accordance with GAAP), excluding gains (or losses) from sales of property and undepreciated land and impairment write-downs of depreciable real estate, plus real estate related depreciation and amortization (excluding amortization of deferred financing costs) and after adjustments for unconsolidated partnerships and joint ventures. We also omit the tax impact of non-FFO producing activities from FFO determined in accordance with the NAREIT definition.

Our management uses FFO as a supplemental performance measure because, in excluding real estate related depreciation and amortization and gains and losses from property dispositions, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We offer this measure because we recognize that FFO will be used by investors as a basis to compare our operating performance with that of other REITs. However, because FFO excludes depreciation and amortization and captures neither the changes in the value of our properties that result from use or market conditions, nor the level of capital expenditures and capitalized leasing commissions necessary to maintain the operating performance of our properties, all of which have real economic effect and could materially impact our financial condition and results from operations, the utility of FFO as a measure of our performance is limited. FFO is a non-GAAP measure and should not be considered a measure of liquidity including our ability to pay dividends or make distributions. In addition, our calculations of FFO are not necessarily comparable to FFO as calculated by other REITs that do not use the same definition or implementation quidelines or interpret the standards differently from us. Investors in our securities should not rely on these measures as a substitute for any GAAP measure, including net income.

Adjusted Funds From Operations "AFFO" is a non-GAAP measure that is used as a supplemental operating measure specifically for comparing year over year ability to fund dividend distribution from operating activities. AFFO is used by us as a basis to address our ability to fund our dividend payments. We calculate adjusted funds from operations by adding to or subtracting from FFO:

- 1. Transaction costs incurred in connection with business combinations
- 2. Straight-line rent
- 3. Stock-based compensation expense
- 4. Non-cash amortization of deferred financing costs
- 5. Other non-cash interest expense (income)
- 6. Non-real estate investment depreciation
- 7. Merger, restructuring and other related costs
- 8. Impairment charges
- 9. Other non-cash revenue adjustments, including amortization of above and below market leases and lease incentives
- 10. Amortization of capitalized leasing costs
- 11. Debt extinguishment gains and losses
- 12. Non-cash expense (income) adjustments related to deferred tax benefits

**AFFO** is not intended to represent cash flow from operations for the period, and is only intended to provide an additional measure of performance by adjusting the effect of certain items noted above included in FFO. AFFO is a widely-reported measure by other REITs; however, other REITs may use different methodologies for calculating AFFO and, accordingly, our AFFO may not be comparable to other REITs.

**Properties** refers to properties available for lease.

#### **RECONCILIATION SCHEDULES**

#### RECONCILIATION OF NET INCOME TO ADJUSTED EBITDARE

(In thousands)	Three Months Ended September 30,					Nine Months Ended September 30,				
Unaudited		2024		2023		2024	2023			
Net Income	\$	25,612	\$	24,192	\$	74,388	\$	71,003		
Adjustments:										
Interest expense		12,324		12,276		36,929		32,245		
Income tax expense		90		(89)		203		50		
Depreciation and amortization		13,606		13,418		40,418		37,411		
EBITDA <sup>1</sup>		51,632		49,797		151,938		140,709		
Adjustments:										
Gain on dispositions and exchange of real estate		-		(318)		-		(2,053)		
Provision for impairment of real estate		-		-		=		-		
EBITDAre <sup>1</sup>		51,632		49,479		151,938		138,656		
Adjustments:										
Real estate transaction costs		35		47		94		150		
Gain or loss on extinguishment of debt		-		-		-		-		
Adjusted EBITDAre <sup>1</sup>		51,667		49,526		152,032		138,806		
Annualized Adjusted EBITDAre	\$	206,669	\$	198,105	\$	202,709	\$	185,075		

#### RENTAL REVENUE AND PROPERTY EXPENSE DETAIL

#### **Rental Revenue**

	Thre	ee Months End	led Sept	ember 30,	Nine Months Ended September 30,					
(In thousands)	2024 202			2023		2024		2023		
Rental revenue	\$	57,144	\$	54,882	\$	\$ 169,255		155,149		
Tenant reimbursement revenue		2,144		2,361		7,145		7,118		
Total Rental Revenue	\$	59,288	\$	57,243	\$	176,400	\$	162,267		

#### **Property Expenses**

	Thre	e Months End	led Sept	ember 30,	Nine Months Ended September 30,					
(In thousands)	2024 2023				2024	2023				
Tenant expense reimbursed	\$	2,144	\$	2,361	\$	7,145	\$	7,118		
Other non-reimbursed property expenses <sup>2</sup>		470		555		1,386		1,624		
Total Property Expenses	\$ 2,614		ses \$ 2,614		\$	2,916	\$ 8,531		\$	8,742

#### FFO & AFFO RECONCILIATION

(\$000s, except shares and per share data)	Three Months Ended September 30,					Nine Months Ended September 30,				
Unaudited	2024		2023		2024		2023			
Net income	\$	25,612	\$	24,192	\$	74,388	\$	71,003		
Depreciation and amortization		13,572		13,382		40,312		37,308		
Realized gain on sales of real estate				(318)				(2,053)		
FFO (as defined by NAREIT)	\$	39,184	\$	37,256	\$	114,700	\$	106,258		
Straight-line rental revenue		(1,056)		(1,719)		(3,343)		(4,358)		
Deferred income tax benefit <sup>1</sup>		(61)		(184)		(153)		(232)		
Stock-based compensation		1,815		1,472		5,186		4,798		
Non-cash amortization of deferred financing costs		653		592		1,944		1,720		
Non-real estate investment depreciation		34		36		106		103		
Other non-cash revenue adjustments		511		526		1,563		1,510		
Adjusted Funds From Operations (AFFO)	\$	41,080	\$	37,979	\$	120,003	\$	109,799		
Fully diluted shares outstanding <sup>2</sup>		94,992,554		90,710,431		93,176,206		88,219,693		
FFO per diluted share	\$	0.41	\$	0.41	\$	1.23	\$	1.20		
AFFO per diluted share	\$	0.43	\$	0.42	\$	1.29	\$	1.24		

#### **FOOTNOTES**

#### PAGE 6 FCPT KEY HIGHLIGHTS

Figures as of 9/30/2024

- . Weighted averages based on contractual Annual Cash Base Rent as defined in glossary, except for occupancy which is based on portfolio square footage. See glossary on page 39 for definition
- See glossary on page 39 for tenant EBITDAR and tenant EBITDAR coverage definitions: results based on tenant reporting representing 100% of Darden annual cash base rent (ABR), 50% of other restaurant ABR and 9% of non-restaurant ABR or 66% of total portfolio ABR. We have estimated Darden current EBITDAR coverage using sales results for the reported FCPT portfolio for the year ending May 2024 and updated average trailing twelve months brand average margins for the year ended May 2024
- 3. Investment Grade Ratings represent the credit rating of our tenants, their subsidiaries or affiliated companies
- 4. See page 39 for non-GAAP definitions, and page 41 for reconciliation of net income to AFFO
- See page 40 for reconciliation of net income to adjusted EBITDAre and page 39 for non-GAAP definitions.
   Net debt is calculated as total debt less cash and cash equivalents

#### PAGE 7 CONSISTENT ANNUAL ACQUISITION GROWTH

Figures as of 9/30/2024

Note: Figures exclude capitalized transaction costs. Initial cash yield calculation excludes \$2.1 million, and \$2.4 million of real estate purchases in our Kerrow operating business for 2019 and 2020, respectively. 2022 initial cash yield reflects near term rent increases and rent credits given at closing; the initial cash yield with rents in place as of closing is 6.4%

#### PAGE 8 PORTFOLIO BY BRAND ANNUALIZED BASE RENT

- 1. Represents current Annual Cash Base Rent (ABR) as of 9/30/2024
- 2. Other retail includes properties leased to cell phone stores, bank branches, grocers amongst others. These are often below market rent leases, and many were purchased through the outparcel strategy

#### PAGE 9 LEASE MATURITY SCHEDULE

Note: Excludes renewal options. All data as of 9/30/2024

Annual cash base rent (ABR) as defined in glossary

#### PAGE 10 COMPANY MOMENTUM SINCE INCEPTION

- Annual Cash Base Rent (ABR) as defined in glossary
- Based on Annual Base Rent

#### PAGE 12 UNIQUE AND HIGHLY SECURE NET LEASE

- See glossary on page 39 for tenant EBITDAR and tenant EBITDAR coverage definitions: results based on tenant reporting representing 100% of Darden annual cash base rent (ABR), 50% of other restaurant ABR and 9% of non-restaurant ABR or 66% of total portfolio ABR. We have estimated Darden current EBITDAR coverage using sales results for the reported FCPT portfolio for the year ending May 2024 and updated average trailing twelve months brand average margins for the year ended May 2024. Peer data as of latest available public filings
- 2. Investment Grade Ratings represent the credit rating of our tenants, their subsidiaries or affiliated companies

#### PAGE 13 FCPT'S STRONG PORTFOLIO PERFORMANCE

- FCPT reported 92% collected rent in Q2 2020, with 4% abated in return for lease modifications and 3% deferred. FCPT collected the 3% deferred rent in Q4 2020. The 98.8% number above included deferred rent that was paid and the abated rent for which FCPT received beneficial lease modifications
- 2. Occupancy based on portfolio square footage

#### PAGE 14 GEOGRAPHICALLY DIVERSE PORTFOLIO

Figures as of 9/30/2024

- 1. Annual Cash Base Rent (ABR) as defined on page 39
- 2. Source: U-Haul growth index 2023

#### PAGE 15 DIVERSIFICATION WITH NATIONAL BRANDS

- I. Represents current Annual Cash Base Rent (ABR) as of 9/30/2024 as defined in glossary
- 2. Investment Grade Ratings represent the credit rating of our tenants, their subsidiaries or affiliated companies from Fitch, S&P or Moody's

#### PAGE 16 BALANCED CREDIT AMONG TOP NATIONAL BRANDS

- 1. Source: Nation's Restaurant Top 500 Restaurants or public filings
- 2. Source: Public filings

#### PAGE 18 THE BENEFITS OF DARDEN LEASES

- Annual cash base rent (ABR) as defined in glossary
- We have estimated Darden current EBITDAR coverage using sales results for the reported FCPT portfolio for the year ending May 2024 and updated average trailing twelve months brand average margins for the year ended May 2024

#### PAGE 22 SELECTIVE APPROACH TO NET LEASE

Note: All data as of 9/30/2024

1. Annual cash base rent (ABR) as defined in glossary

#### PAGE 23 RESTAURANTS

. As of 9/30/2024

#### **PAGE 24 RESTAURANT INDUSTRY TARGETS**

 We may acquire properties in the "FCPT Generally Avoids" category but will remain highly selective with a focus on basis and store-level performance. That said, they are not in our current target base and would need to meet our high thresholds to be considered in the future

#### **PAGE 26 AUTO INDUSTRY**

1. As of 9/30/2024

#### PAGE 27 AUTO SERVICE INDUSTRY TARGETS

We may acquire properties in the "FCPT Generally Avoids" category but will remain highly selective with a
focus on basis and store-level performance. That said, they are not in our current target base and would need
to meet our high thresholds to be considered in the future

#### **PAGE 29 MEDICAL RETAIL**

1. As of 9/30/2024

#### PAGE 30 MEDICAL RETAIL INDUSTRY TARGETS

I. We may acquire properties in the "FCPT Generally Avoids" category but will remain highly selective with a focus on basis and store-level performance. That said, they are not in our current target base and would need to meet our high thresholds to be considered in the future

#### PAGE 33 CONSERVATIVE FINANCIAL POLICIES

Figures as of 9/30/2024, unless otherwise noted

See page 40 for reconciliation of net income to adjusted EBITDAre and page 39 for non-GAAP definitions. Net debt is calculated as total debt less cash and cash equivalents

#### PAGE 34 FCPT'S CONSISTENT LEVERAGE RANGE

 See page 40 for reconciliation of net income to adjusted EBITDAre and page 39 for non-GAAP definitions. Net debt is calculated as total debt less cash and cash equivalents. Q3 2024 includes forward equity contracts outstanding as of 9/30/2024 for anticipated net proceeds of \$88 million

#### PAGE 36 UNDERWRITING GEARED TOWARD HIGHER SALES VOLUME & BRANDS

Brand average sales per Nation's Restaurant News Top 500 (2023 edition, uses 2022 sales volumes)

#### PAGE 37 HISTORICALLY TIGHT LEASING MARKET IS KEEPING VACANCY LOW

Source: CoStar data as of 7/10/2024

#### PAGE 40 RECONCILIATION SCHEDULES

- . See glossary on page 39 for non-GAAP definitions
- Other non-reimbursed property expenses include non-reimbursed tenant expenses, vacant property expenses, abandoned deal costs, property legal costs, and franchise taxes

#### **PAGE 41 FFO & AFFO RECONCILIATION**

- 1. Amount represents non-cash deferred income tax (benefit) expense recognized at the Kerrow Restaurant
- . Assumes the issuance of common shares for OP units held by non-controlling interest

